

MEINFERNBUS FLIXBUS



Disrupting transportation

19.11.2015

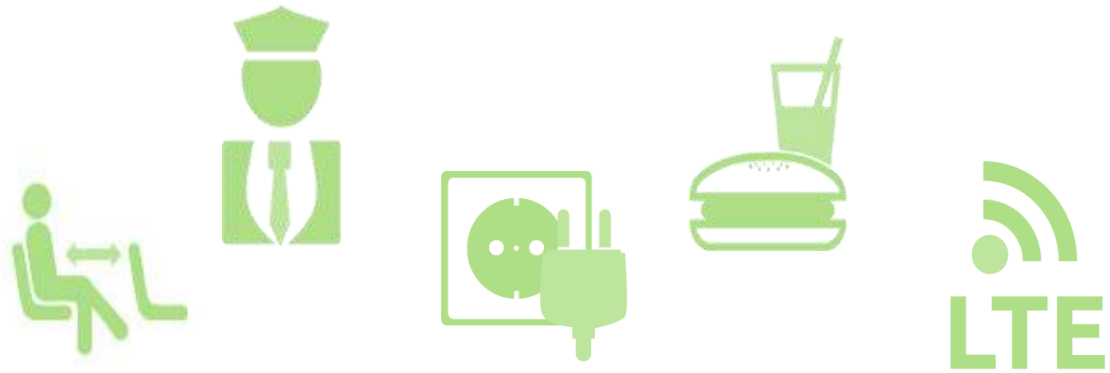
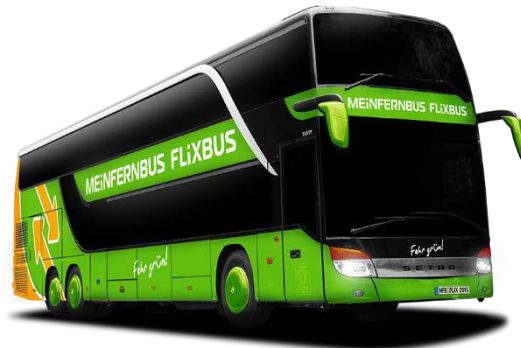
What we do

The past



Today:

MeinFernbus FlixBus – The new bus experience



Where we come from

Summer 2012



3 in Munich and 2 in Berlin

MEiNFERNBUS FLiXBUS

Who we are now



Bild STIMMUNG WETTER JETZT TESTEN
7°C DÜSSELDORF

BILDplus NEWS POLITIK GELD UNTERHALTUNG SPORT BUNDESLIGA LIFESTYLE RATGEBER REIS

07.01.2015 - 20:30 UHR HOME | GELD | WIRTSCHAFT | NEUER GIGANT AM FERNBUS-MARKT: ZUSAMMENSCHLUSS VON MEINFERNBUS UND FLIXBUS

ZUSAMMENSCHLUSS VON MEINFERNBUS UND FLIXBUS

Neuer Gigant am Fernbus-Markt



DIE WELT DIE WELT Jetzt testen

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Home > Wirtschaft > MeinFernbus und FlixBus planen neuen Fernbus-Giganten

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WIRTSCHAFT FUSION 15:48

Marktführer bilden neuen Fernbus-Giganten

Der deutsche Fernbusmarkt erlebt den ersten großen Einschnitt. Die beiden größten Anbieter, MeinFernbus und FlixBus, wollen fusionieren. Damit entsteht ein Riese – ein Fall für das Kartellamt?

Mittwoch, 7. Januar 2015

manager magazin online

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CLOUD-COMPUTING-SPEZIAL ▶



Corbis

Alles in die Wolke:
Die Datenwolke verändert die IT Industrie. Ob virtuelle Server oder Software aus der Cloud - welche Chancen der Trend für Unternehmen bietet, lesen Sie im Cloud-Computing-Spezial.

powered by vmware

Wetter Abo Anmelden

Suchen...

07.01.2015



FLIXBUS UND MEINFERNBUS

Neuer deutscher Fernbus-Riese entsteht



DPA

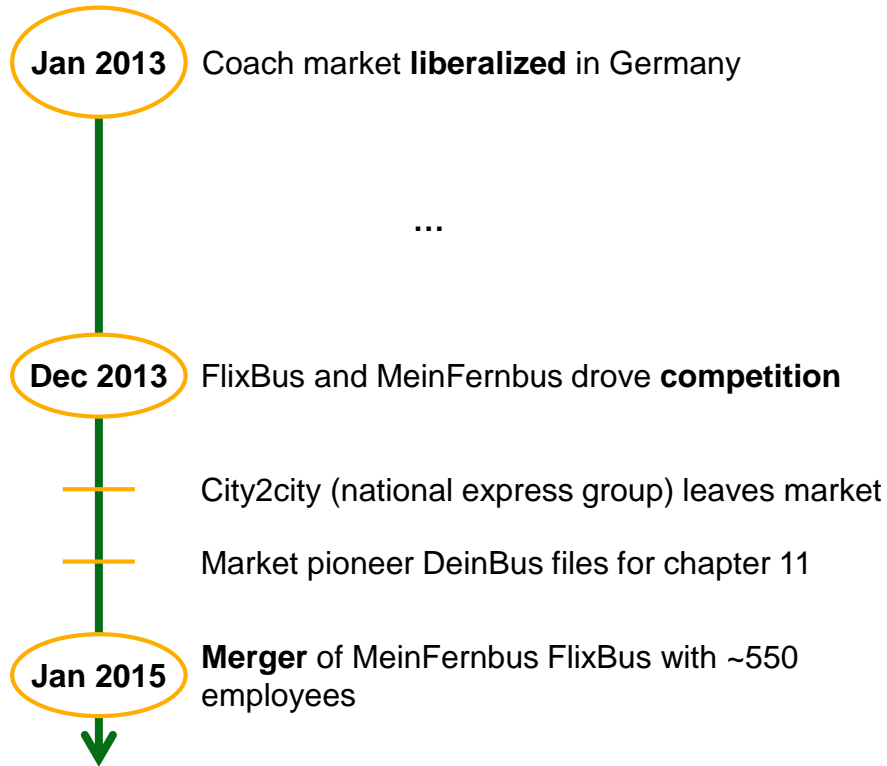
und MeinFernbus gehen zusammen: Die beiden Anbieter vereinen gut die Hälfte der... ste auf dem deutschen Markt

MEINFERNBUS FLIXBUS

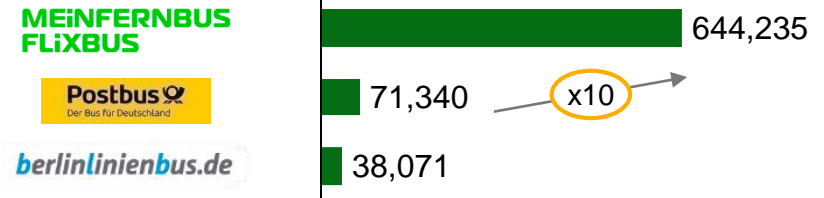
Merger in domestic market Germany led to market domination

Competition in rapidly growing market until merger of MeinFernbus FlixBus ...

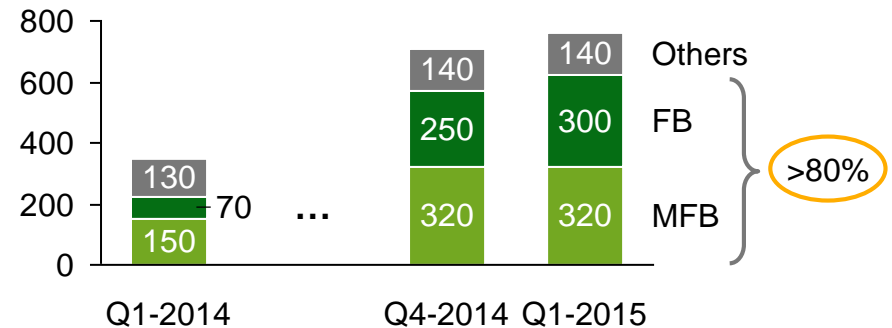
... which forms popular market leader in Germany



Facebook likes [#]

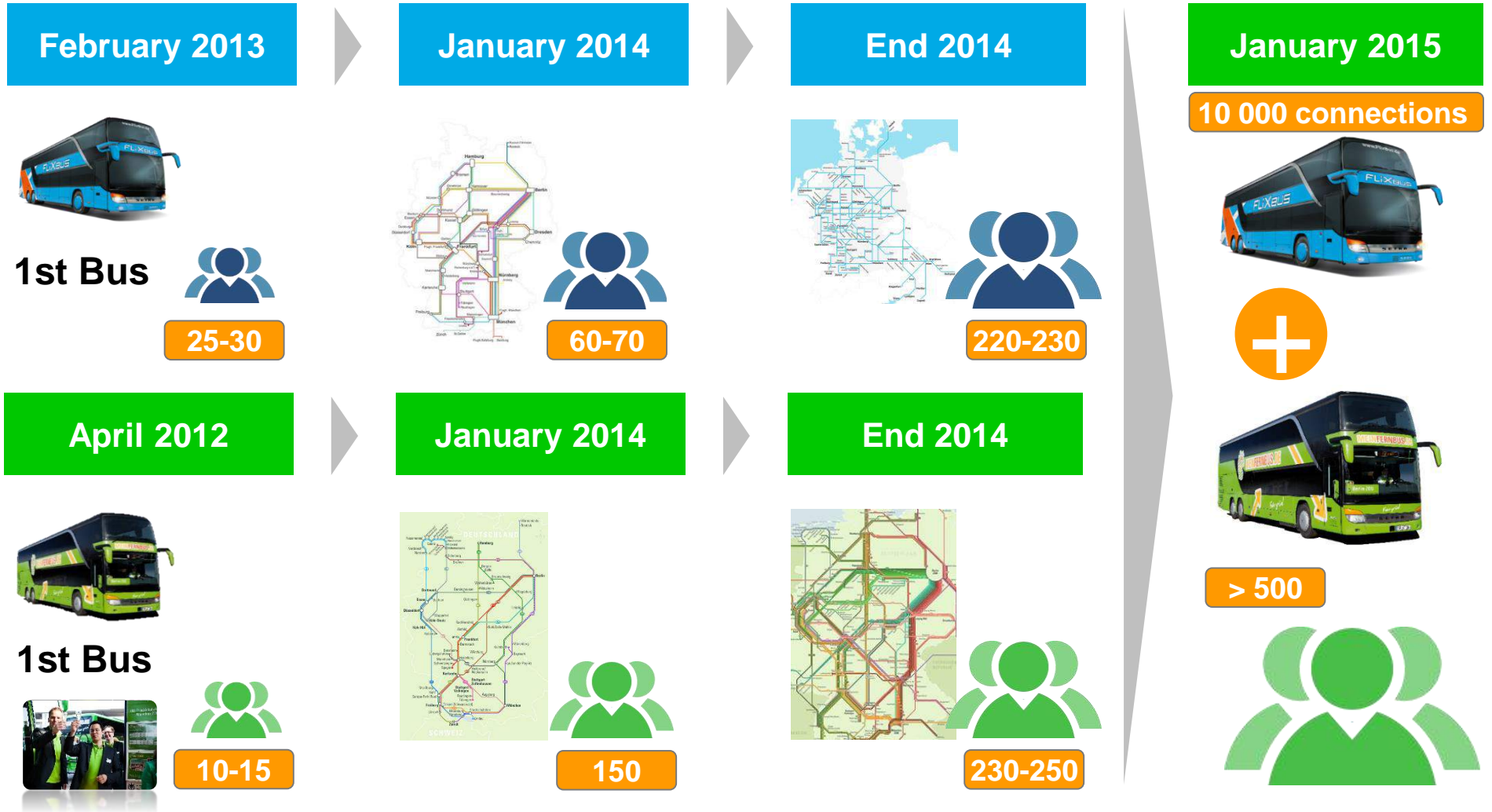


Buses [#]



Merger of MeinFernbus FlixBus redefined the market

Company Development



Where we stand right now



30.000+ connections

700+



430+ cities

750.000+

facebook



18 Mio customers

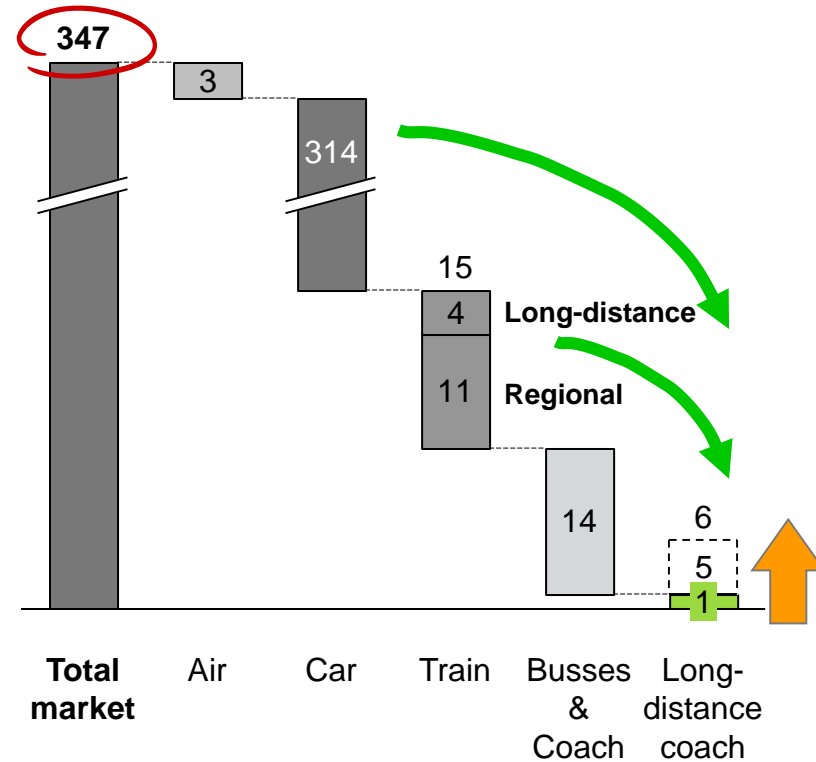
16 countries

MEINFERNBUS FLIXBUS

Our market and competition

€350Bn mobility market in Germany

German mobility Market
[in € B]



Strong corporate competition



Our corporate competition in Germany



- 309.000 employees
- 14,5 bn. equity
- 100% state-owned



- 41.000 employees
- 2,09 bn. market cap

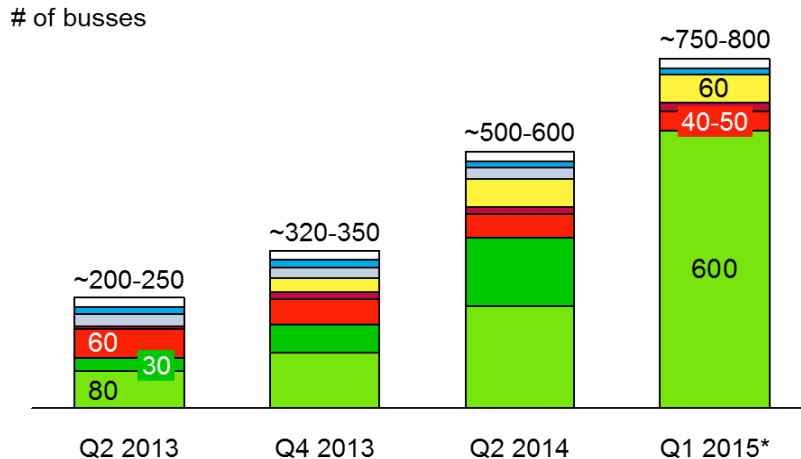


- 489.000 employees
- 36 bn. market cap

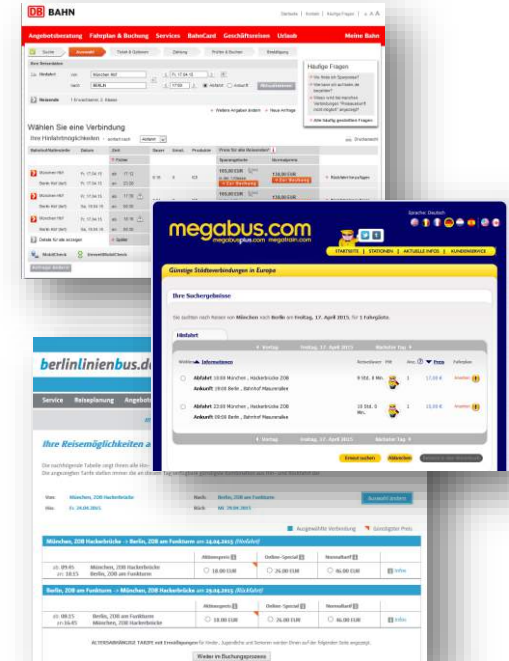
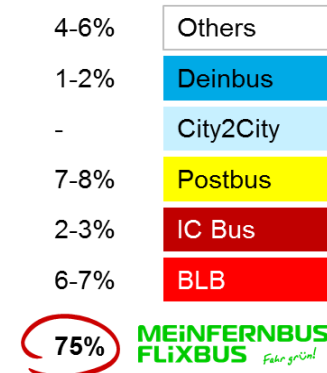


- 35.000 employees
- 3,27 bn. market cap

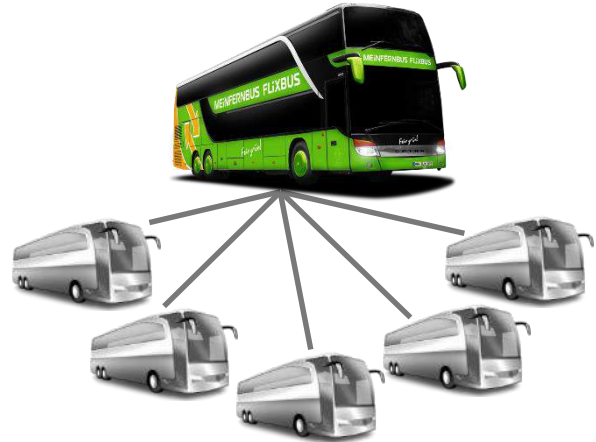
Development of bus fleet




Market shares



Superior business model for fast scale-up



MEiNFERNBUS FLiXBUS ✓ ✓ ✓

 Bus partner ✓

Different approach to key product and business features



The best experience for our customers

Flexible changes
of booking



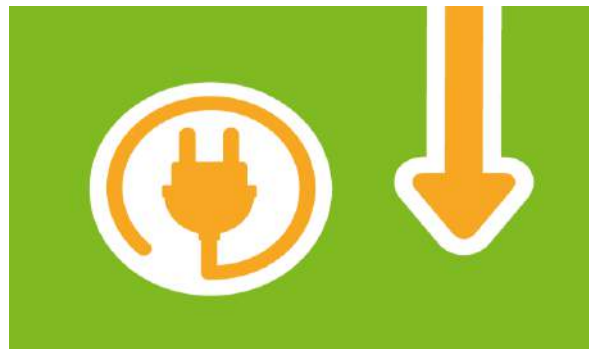
Friendly drivers



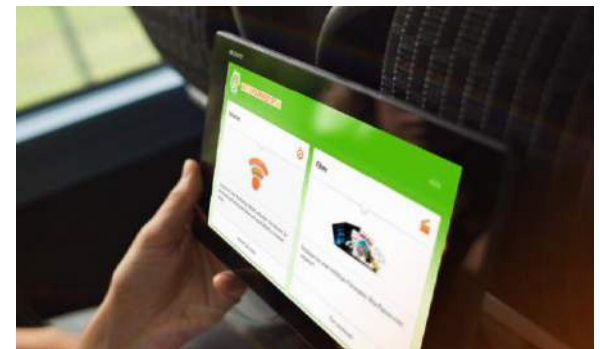
Service



Comfortable leg space



Power plugs



On-Board-
Entertainment + WiFi

Where we go



We will be
„Europes most
innovative and
popular long
distance bus
provider“



Popular

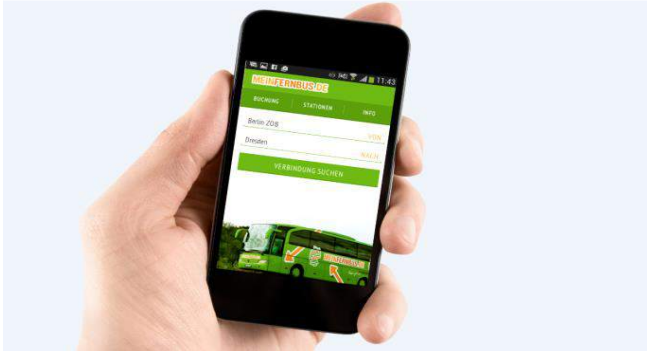
- Inspire customer
- Set the highest quality standards
- Get recommendations as growth factor

Innovative

- Be industry innovation leader
- Bring business model across Europe
- Develop our product even further

More innovations ahead

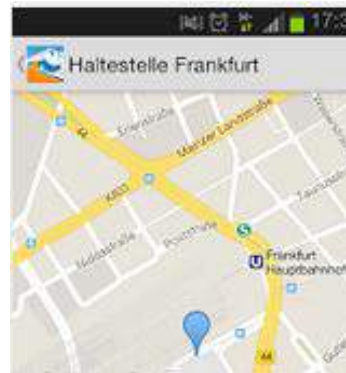
**Best mobile experience
(Bus driver tipping, loyalty)**



Social Seating



**Multichannel customer service
(Chat, phone, mail)**

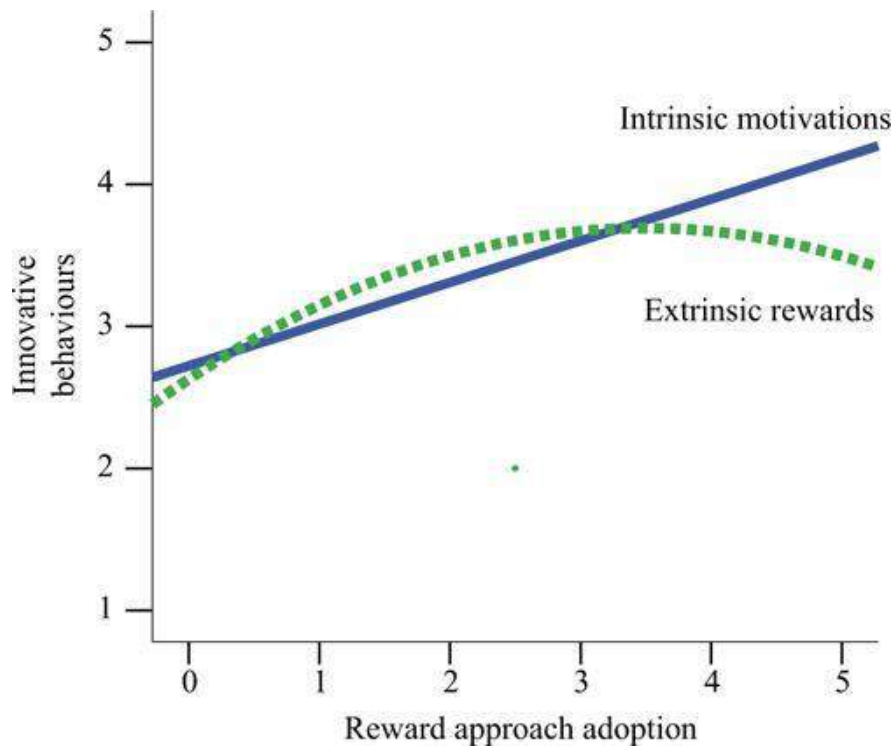


**Real Time
delay management**



How to stay innovative

Only intrinsic motivation drives innovation



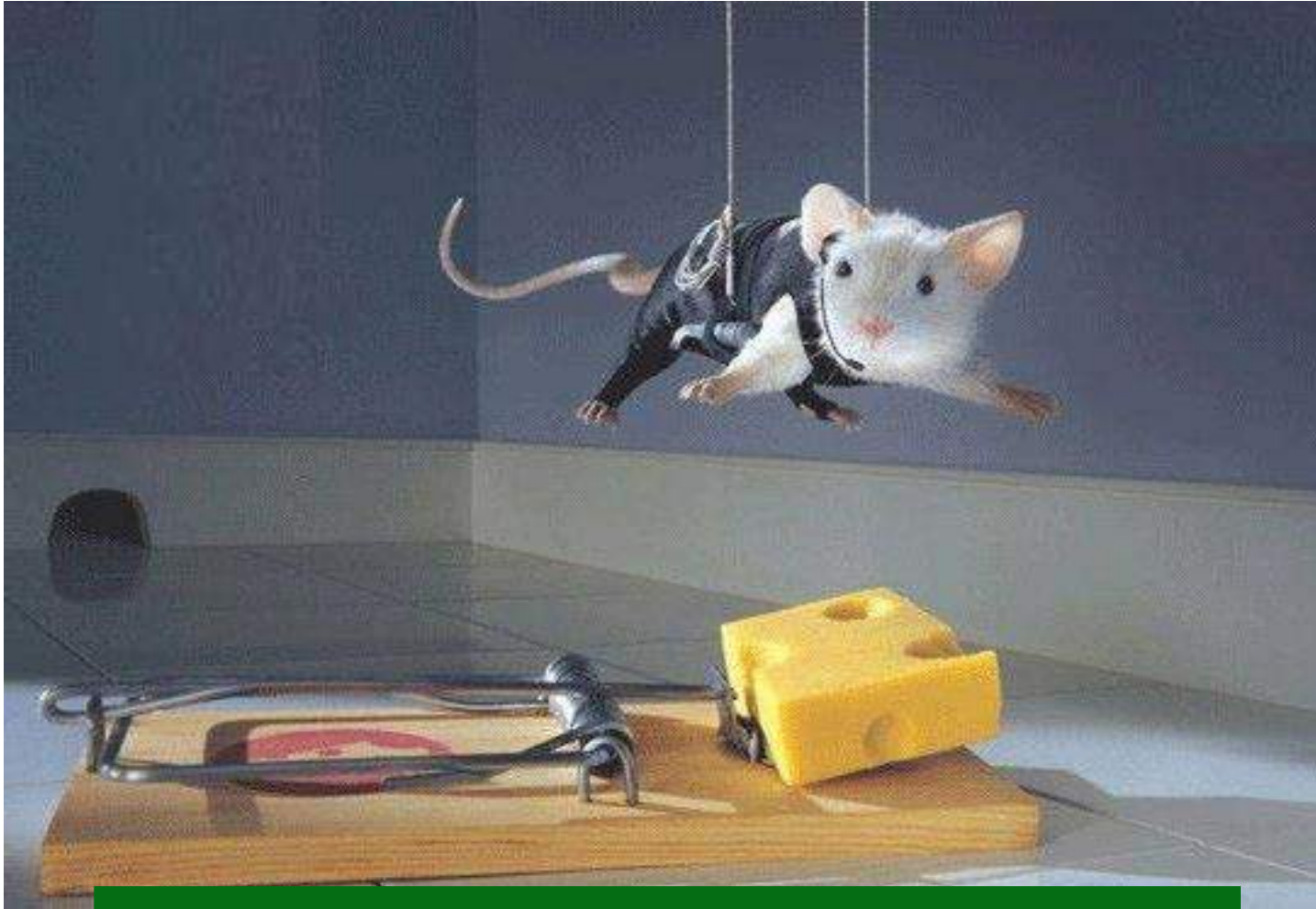
What to keep in mind

- Positive relationship between external rewards and innovative behaviour is not a linear
- Providing extensive incentives for tasks that are inherently enjoyable can lead to a reduction in intrinsic motivation
- Money will erode the motivation of employees towards creativity and reduce their innovative behavior
- Intrinsic motivation lead to consistently more innovative outcomes

Setting a motivating environment is the key

Different mindset required in startups

Trial and error...



In other words: No risk, no chance

Sometimes you have to slip...



...but don't do the same mistake twice

If it can go wrong, it will go wrong!



Why Start-ups win



Join the team!

Home | Unternehmen | Karriere

Über uns | Sicherheit | Umwelt | Kundenzufriedenheit | Preise | Partner | Karriere

Karriere bei FlixBus



Bewirb Dich jetzt!

Wir suchen Mitarbeiter in den Bereichen:

- BuFahre
- Business Development
- Communications / PR
- Controlling
- Creative
- Kundenservice
- Human Resources
- IT / Product
- Marketing
- Operations
- Pricing & Yield Management
- Special Services



FlixBus – in der Welt zuhause



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